







Insert this correction at page 11

Figure 1-1 Completed Action Worksheet

GET CLIENTS NOW!™ Action Worksheet

What strategies will you use?

					
1. DIRECT CONTACT AND FOLLOW-UP	2. NETWORKING AND REFERRAL BUILDING	3. PUBLIC SPEAKING	4. WRITING AND PUBLICITY	5. PROMOTIONAL EVENTS	6. ADVERTISING
<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Where are you stuck or what needs the most work?

Filling the pipeline Following up Getting presentations Closing sales

How much business do you have now? 11 clients

How much business do you *really* want? 20 clients

What would that get you? pay off my credit cards, take a vacation, feel less stressed

What is your program goal? 4 new clients by the end of the program

What will be your reward? go on a ski weekend

Success Ingredients	Target Date
1. <u>market niche definition</u>	<u>10/06/06</u>
2. <u>10-second introduction</u>	<u>10/13/06</u>
3. <u>3 networking venues</u>	<u>10/20/06</u>

Daily Actions

1. Spend 1/2 hour each day on my Success Ingredient project
2. Send letters or e-mails to 6 new people each week
3. Place warm calls to 2 prospects per day
4. Go to 1 networking event each week
5. Contact 3 new potential referral partners each week
6. Have lunch or coffee with a colleague once per week
7. Make 3 message board posts each week
8. Send an item of interest to 3 colleagues per week
9. Ask for a referral once per day
10. Visualize success daily







Special Permission I give myself permission to have enough time for everything

Insert this correction at page 84

Figure 5-2 Adding Daily Actions to the Action Worksheet

GET CLIENTS NOW!™ Action Worksheet

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